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SENSITIVE
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STATE PM/DTCC-BLUE LANTERN BROKER INQUIRY

E.O. 12958: N/A
TAGS: [ETRD](#) [ETTC](#) [EIND](#) [EINT](#) [KU](#)
SUBJECT: RESPONSE, BLUE LANTERN BROKER INQUIRY CASE NO.
K-2396

REF: STATE 99550

1. (SBU) Per reftel request, Econoff visited Trade Vision International Trading Company on October 25 and met with its general director, Abdullah Khoursheed, to substantiate the company's bona fides as a broker of USML items. Econoff confirmed that the company is in business at the listed location. Khoursheed stated that his company serves as an agent for American companies supporting U.S. efforts in Iraq and Afghanistan. Trade Vision was established in 2003 by Khoursheed's father and company chairman, Abdul-Redah Khoursheed. Trade Vision employs 40 people and has an estimated revenue of KD 1 million. Trade Vision works primarily as an agent for American companies doing business in arms and large trucks into Iraq.

2. (SBU) Khoursheed counts the MoD, MoI and National Security Bureau as his government clients and is the agent/sponsor for IAP, G3 and L3 Communications in Kuwait. Khoursheed presented Econoff with a copy of Trade Vision's USG Brokering Registration Code document and GoK business license.

3. (SBU) Khoursheed said that Trade Vision does not market U.S.-origin equipment outside of Kuwait, although the company does conduct business in Saudi Arabia, Qatar, Lebanon and Kyrgyzstan. Khoursheed indicated that he is aware of U.S. Munitions List restrictions, including the prohibition against unauthorized re-transfers and re-exports.

4. (SBU) Post believes that Trade Vision International Trading Company is a reputable broker for USML items.

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